

Message Text

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ORIGIN NEA-12

INFO OCT-01 ADP-00 EB-11 INT-08 CIAE-00 INR-10 NSAE-00

RSC-01 INRE-00 SSO-00 COME-00 TRSE-00 PM-09 DODE-00

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DRAFTED BY NEA/ ARP: FMDICKMAN

4/19/73 X22647

APPROVED BY NEA - MR. DAVIES

EB/ FSE - MR. BROWN

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O R 192121 Z APR 73

FM SECSTATE WASHDC

TO AMEMBASSY ABU DHABI IMMEDIATE

INFO AMEMBASSY KUWAIT

C O N F I D E N T I A L STATE 073845

E. O.: 11652: GDS

TAGS: ENRG, TC, US

SUBJ: PETROLEUM: ABU DHABI SALE OF PARTICIPATION CRUDE

REF : STATE 072066

1. CIRILLO BROTHERS REPRESENTATIVE FLEMING CALLED ON ARP OFFICERS ON APRIL 18 RE HIS COMPANY'S BID FOR ABU DHABI CRUDE. HE REITERATED THAT CIRILLO WAS THE HIGHEST BIDDER (\$2.77 PER BARREL) AND HAD ADDED A SWEETNER IN FORM OF LOAN WORKED OUT BY CHASE BANK WHICH WOULD BE ROUGHLY TWICE SIZE OF JAPAN LINES LOAN FOR EARLIER CONTRACT. HE ASKED THAT THESE DETAILS BE KEPT CLOSELY. FLEMING AGAIN ASKED FOR DEPARTMENT INTERVENTION. SAID CIRILLO REPRESENTATIVE, TALAT GHOSSEIN, WHO IS PRESENTLY KUWAITI AMBASSADOR TO JAPAN, HAD REPORTED THAT ABU DHABI WANTS SOME INDICATION FROM USG THAT IT WOULD LOOK WITH FAVOR ON DEAL. HE AGAIN URGED DEPARTMENT TAKE INITIATIVE AND TELL UAEG THAT CONTRACT GOING TO AMERICAN COMPANY WOULD BE VIEWED AS FRIENDLY ACT. IF USG DID NOT ACT, HE FEARED CONTRACT WOULD GO TO
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JAPANESE. WE TOLD FLEMING IT OUR INFORMATION THAT JAPANESE COMPANIES NOT PARTICIPATING THIS ROUND OF BIDDING. WE ALSO POINTED OUT THAT COMMERCIAL INFORMATION AVAILABLE ON CIRILLO NOT VERY EXTENSIVE AND SHOULD BE BEEFED UP. FLEMING SAID WOULD PRODUCE D AND B INFORMATION BUT SAID

THIS HAD NOT BEEN RAISED BY UAE GOVERNMENT. FLEMING SAID IF CIRILLO GOT CONTRACT, IT INTENDED BUILD REFINERY ALONG EAST COAST.

2. CIRILLO HAS SINCE GIVEN US DUN AND BRADSTREET FIRM REFERENCE NO. OF 5983. SINCE CIRILLO IS PRIVATE COMPANY, FLEMING SAID, D AND B DATA WILL NOT BE AS DETAILED AS THAT GIVEN FOR PUBLICLY OWNED CORPORATIONS.

3. GIVING USG BLESSING POSES PROBLEMS BECAUSE A) THERE OTHER US COMPANIES INVOLVED (UNITED REFINING BELIEVES IT IS STILL IN RUNNING) AND B) IT UNDERMINES PRESENT USG EFFORTS TO GET JAPANESE AND OTHERS TO STOP BIDDING UP FUTURE OIL PRICES WHICH HAVE INFLATIONARY IMPACT. YOU ARE HOWEVER AUTHORIZED TO SAY AT APPROPRIATE LEVEL THAT US IS PLEASED TO LEARN OF REPORTS THAT ABU DHABI GOVERNMENT PLANS AWARD NEXT PARTICIPATION CRUDE CONTRACT TO AN AMERICAN COMPANY AND WE HOPE IN THE INTEREST OF GOOD RELATIONS BETWEEN OUR TWO COUNTRIES THAT THIS WILL BE POSSIBLE. ROGERS

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*** Current Classification *** CONFIDENTIAL

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